

Hospital Profile:

COOLEY DICKINSON HOSPITAL

Community Hospital

Pioneer Valley / Franklin Region

Cooley Dickinson Hospital is a non-profit, acute care community hospital. It is among the smaller hospitals in Massachusetts, with 92 staffed beds. Cooley Dickinson is located in the Pioneer Valley/Franklin region and represents 5% of all acute hospital staffed beds in the region.

PATIENTS Forty percent of all inpatient cases treated at Cooley Dickinson are from Northampton, Easthampton, and Amherst.

INPATIENT SERVICES Compared with the other community hospitals, Cooley Dickinson treats a greater proportion of mid-severity cases. In FY12, it accounted for 11% of all inpatient discharges from acute hospitals within the Pioneer Valley/Franklin region. Of note, based on its most common FY12 inpatient cases (DRGs), Cooley Dickinson treated 19% of all Bipolar Disorder cases and 16% of all Septicemia & Disseminated Infection cases in the Pioneer Valley/Franklin region.

FINANCIAL PERFORMANCE Cooley Dickinson's total revenue in FY12 was \$169 million. Its FY12 public payer mix was 55%, slightly above the average community hospital. Cooley Dickinson's FY12 inpatient cost* per case mix adjusted discharge was \$10,327, approximately 1% higher than the average community hospital. Cooley Dickinson's CY12 average commercial payer price level was at the 75th percentile, the third highest among all community hospitals. It earned a surplus of \$18.3 million (10.8% total margin) in FY12, the highest surplus since FY08, and the hospital was profitable each year from FY08 to FY12.

AT A GLANCE

TOTAL STAFFED BEDS: 92, among the smaller acute hospitals

% OCCUPANCY: 94%, highest in cohort (avg. 62%)

TOTAL REVENUE in FY12: \$169 million

PUBLIC PAYER MIX: 55% (Non-DSH* Hospital)

SPECIAL PUBLIC FUNDING: Not Applicable

TAX STATUS: Non-profit

TRAUMA CENTER DESIGNATION: Not Applicable

CY12 COMMERCIAL PAYER PRICE LEVEL: 75th Percentile

CASE MIX INDEX in FY12: 0.81, = cohort avg. (0.81); < statewide (1.06)

INPATIENT:OUTPATIENT REVENUE in FY12: 39%:61%

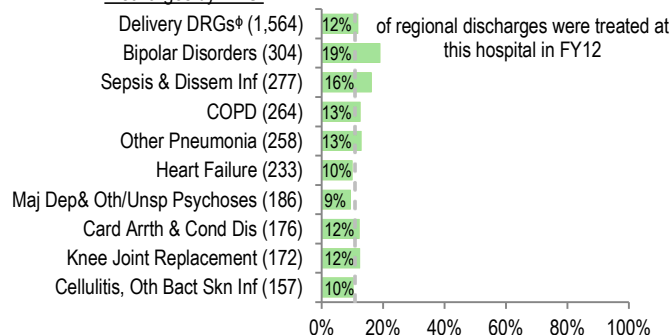
TOTAL MARGIN in FY12: 10.8% (\$18.3 million)

CHANGE in OWNERSHIP (FY08-FY12): Not Applicable

SERVICES

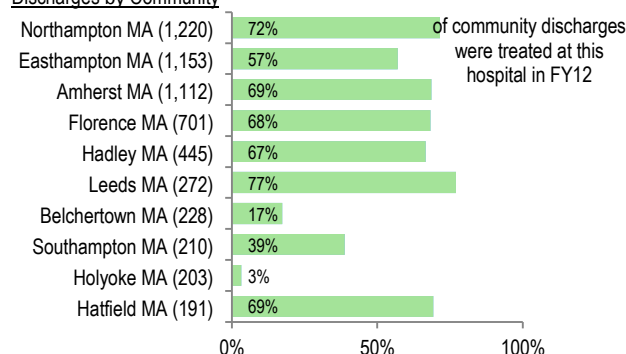
What were the most common inpatient cases (DRGs) treated at the hospital? What proportion of the region's cases did this hospital treat for each service?

Discharges by DRG



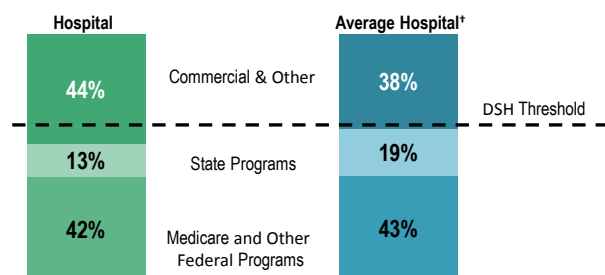
Where did most of the hospital's inpatients reside? What proportion of each community's total discharges were attributed to this hospital?

Discharges by Community



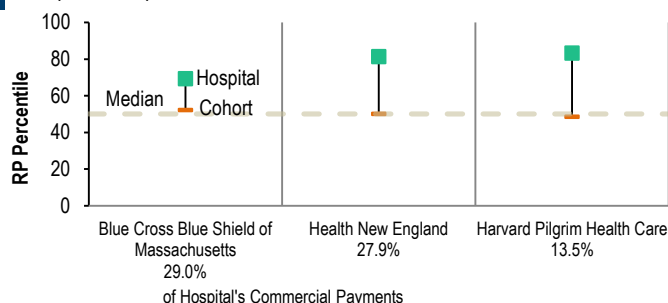
PAYER MIX

What was the hospital's overall payer mix (gross charges) in FY12, and how does this hospital compare to the average acute hospital's payer mix?



Percentage calculations may not sum to 100% due to rounding

What were the hospital's CY12 payer-specific relative price levels for its top three commercial payers? How does this hospital compare to the average hospital in its peer cohort?



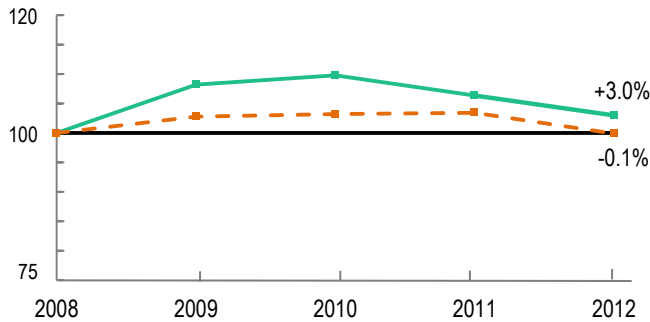
For descriptions of the metrics, please see Technical Appendix.

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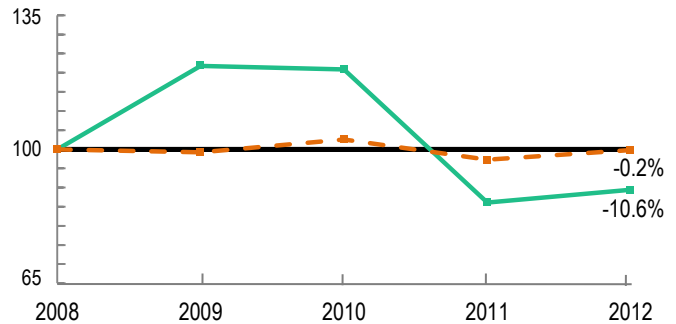
Cohort: Community Hospital

UTILIZATION TRENDS

How has the volume of the hospital's inpatient discharges changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

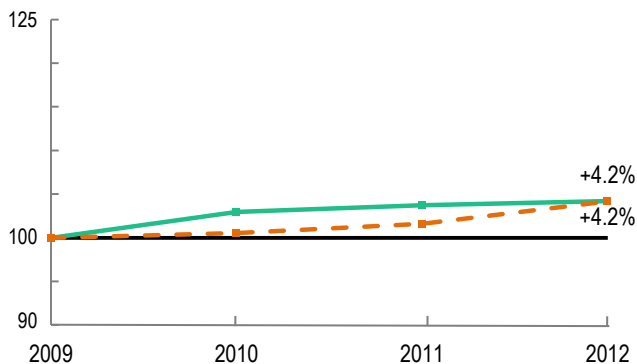


How has the volume of the hospital's outpatient visits changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

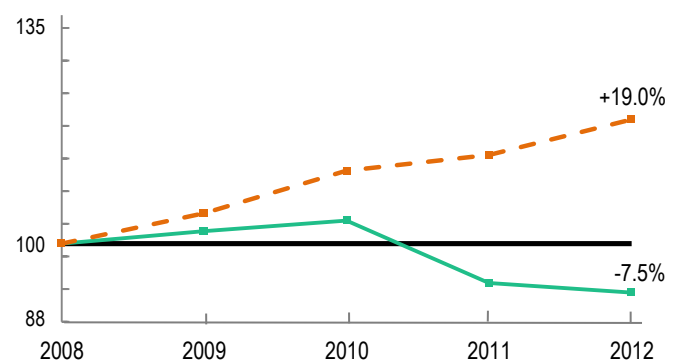


COST TRENDS

How has the hospital's inpatient cost[†] per case mix adjusted discharge changed compared to FY09, and how does this hospital compare to the average hospital in its peer cohort? (FY09=100)



How have the hospital's total outpatient costs changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

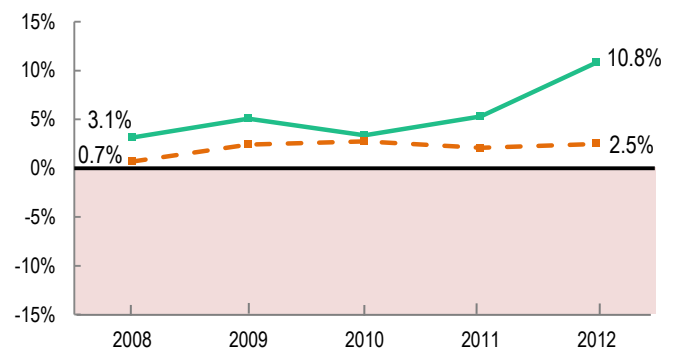


FINANCIAL PERFORMANCE

How have the hospital's total revenue and costs changed between FY08 and FY12?

Revenue, Cost & Profit/Loss (in millions)					
FY	Total Revenue	% Change	Total Cost	% Change	Total Profit/Loss
2008	\$163		\$158		\$5.1
2009	\$168	3.1%	\$159	1.1%	\$8.5
2010	\$168	(0.0%)	\$162	1.8%	\$5.7
2011	\$161	(4.1%)	\$152	(6.0%)	\$8.5
2012	\$169	5.1%	\$151	(1.1%)	\$18.3

What was the hospital's total margin between FY08 and FY12, and how does this compare to the median of its peer cohort hospitals?



For descriptions of the metrics, please see Technical Appendix.

[†] Costs were adjusted to exclude direct medical education costs and physician compensation.

^{*} Disproportionate Share Hospitals (DSH) receive a minimum of 63% of gross patient service revenue from public payers.

^{*} Delivery DRG includes Cesarean and Vaginal Deliveries, and Neonate DRG.

[†] Average Hospital does not include Specialty hospitals.

For more information, please contact:

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